



CANNON BUILDING
861 SILVER LAKE BLVD., SUITE 203
DOVER, DELAWARE 19904-2467

STATE OF DELAWARE
DEPARTMENT OF STATE

TELEPHONE: (302) 744-4500
FAX: (302) 739-2711
WEBSITE: WWW.DPR.DELAWARE.GOV

DIVISION OF PROFESSIONAL REGULATION

| | |
|-------------------------------|--|
| PUBLIC MEETING NOTICE: | REAL ESTATE EDUCATION COMMITTEE |
| MEETING DATE AND TIME: | Thursday, July 7, 2011 at 9:30 a.m. |
| PLACE: | Division of Professional Regulation 861 Silver Lake Boulevard, Cannon Building Second Floor Conference Room A Dover, Delaware |

AMENDED AGENDA
(Amended items are noted by an asterisk)

- 1.0 Call to Order
- 2.0 Review and Approval of Minutes
 - 2.1 Meeting Minutes – June 2, 2011
- 3.0 Unfinished Business
 - 3.1 Review Draft of Proposed Protocol for Negative Course Evaluations
 - 3.2 Continued Discussion Regarding Inactive Licensees & Online Courses
- 4.0 New Business
 - 4.1 Update from the Commission – Mr. Riale
 - 4.2 Review of Letters of Intent and Course Evaluations
 - 4.2.1 Discussion Regarding Warning Letter to Long & Foster for Not Following Proper Protocol
 - 4.3 Review of Course Provider Applications
 - 4.3.1 Course Provider: Long and Foster Institute of Real Estate
 - 4.3.1.1 Course Title: Mastering the Art of the Short Sale
 - Credit Hours: 6.0
 - 4.3.2 Course Provider: The Frederick Academy of Real Estate

- | | | |
|---------|---------------|---|
| 4.3.2.1 | Course Title: | Real Estate Concepts |
| | Credit Hours: | 3.0 |
| 4.3.2.2 | Course Title: | The Anatomy of a House – Condensed Version |
| | Credit Hours: | 3.0 |
| 4.3.2.3 | Course Title: | 6 Hour Mandatory Continuing Education Course for the Delaware Broker Licensee |
| | Credit Hours: | 6.0 |

4.3.3 Course Provider: Polley Associates

- | | | |
|---------|---------------|--------------------------------------|
| 4.3.3.1 | Course Title: | Demystifying Real Estate Short Sales |
| | Credit Hours: | 4.0 |
| 4.3.3.2 | Course Title: | Mortgage Fraud: A Dangerous Business |
| | Credit Hours: | 7.0 |

4.3.4 Course Provider: RE/Max Associates

- | | | |
|---------|---------------|---|
| 4.3.4.1 | Course Title: | Write it Right |
| | Credit Hours: | 3.0 |
| 4.3.4.2 | Course Title: | Short Sales “An Overview” |
| | Credit Hours: | 3.0 |
| 4.3.4.3 | Course Title: | Running your Real Estate Career as a Business |
| | Credit Hours: | 3.0 |

4.3.5 Course Provider: Association of Realtors School

- | | | |
|----------|---------------|--|
| 4.3.5.1 | Course Title: | Agency, Professional Standards & Fair Housing |
| | Credit Hours: | 3.0 |
| 4.3.5.2 | Course Title: | Real Estate Finance Today |
| | Credit Hours: | 7.0 |
| *4.3.5.3 | Course Title: | Green Designation 200: The Science of Green Building |
| | Credit Hours: | 7.0 |

4.3.6 Course Provider: Sterling Education Services

- | | | |
|---------|---------------|---------------------------------------|
| 4.3.6.1 | Course Title: | Landlord-Tenant Law Beyond the Basics |
| | Credit Hours: | 8.0 |

4.3.7 Course Provider: Career WebSchool, dba Cengage Learning

- | | | |
|---------|---------------|--------------------------------|
| 4.3.7.1 | Course Title: | Cost Approach Overview |
| | Credit Hours: | 6.0 |
| 4.3.7.2 | Course Title: | Sales Comparison Approach |
| | Credit Hours: | 6.0 |
| 4.3.7.3 | Course Title: | RESPA Reform |
| | Credit Hours: | 3.0 |
| 4.3.7.4 | Course Title: | Income Capitalization Overview |
| | Credit Hours: | 6.0 |

4.3.8 Course Provider: Delaware School of Real Estate

4.3.8.1 Course Title: Agent Etiquette
Credit Hours: 3.0

4.3.8.2 Course Title: Pre-Licensing Course
Credit Hours: 99.0

4.3.9 Course Provider: Sussex County Association of REALTORS

4.3.9.1 Course Title: 1031 Tax Deferred Exchanges
Credit Hours: 3.0

*4.3.9.2 Course Title: ePro- Day 1
Credit Hours: 6.0

*4.3.9.3 Course Title: NAR Ethics
Credit Hours: 3.0

*4.3.10 Course Provider: Kent County Association of Realtors

4.3.10.1 Course Title: Embracing and Enhancing Professionalism to Increase Revenue
Credit Hours: 3.0

4.3.10.2 Course Title: Understanding the Agreement of Sale
Credit Hours: 3.0

4.3.10.3 Course Title: Salesperson's Core Course
Credit Hours: 3.0

4.3.10.4 Course Title: Disclosures
Credit Hours: 3.0

4.3.10.5 Course Title: Show Me the Money
Credit Hours: 3.0

*4.3.11 Course Provider: Council of Residential Specialists

4.3.11.1 Course Title: CRS 210 Building an Exceptional Customer Service Referral Business
Credit Hours: 16.0

4.3.11.2 Course Title: CRS 111 Short Sales and Foreclosures: Protecting Your Clients' Interest
Credit Hours: 8.0

4.4 Review of Instructor Applications

4.4.1 L. Robert Frame, ESQ.

Continuing Education: Professional Enhancement: ABR, SRES, SFR, Intro to RE Auctions, Title Insurance, Generation Buy, Effective Negotiating

4.4.2 Amy Chorew

Continuing Education: Professional Enhancement: Complete Automation Staying Connected with Today's Consumer

4.4.3 Joseph Giordano

Continuing Education: Legislative Update, Salesperson Core Course, Professional Enhancement: DE Residential Contract of Sale, Listing Problems & Solutions, Tax Implications for Buyers and Seller, Contract to Commission, Using Tax Deferred Exchange, How to Sell Short Sales, Laws, Statutes and Contracts

Pre-Licensing Course: Real Estate Law

4.4.4 Edward Hatch

Continuing Education: Professional Enhancement: CRS 200 – Business Planning and Marketing, CRS Elec. – New Negotiating Edge, CRS 202 – Sales Strategies for the Residential Specialist, CRS 201 – Listing, CRS 210 – Referral, CRS 103 – Maximize your Potential

4.4.5 Mark Holloway

Continuing Education: Legislative Update, Salesperson Core Course, Professional Enhancement: Real Estate Ethics or Professional Standards, Agency Relationship – Responsibilities, Professional Enhancement for Practicing Licensees

Pre-Licensing Course: Orientation, Real Estate Sales, Real Estate Mathematics

4.4.6 Manaen Robinson

Continuing Education: Delaware Real Estate Commission Property Management Courses

4.4.7 George "Gee" Dunsten

Continuing Education: Professional Enhancement: Mastering the Art of the Short Sale

4.4.8 Brandon Brittingham

Continuing Education: Professional Enhancement: Mastering the Art of the Short Sale, REO, Social Media

4.4.9 Jason Giles

Continuing Education: Salesperson Core Course, Broker Core Course, Professional Enhancement: Agent Etiquette, Agency Relationships/Responsibilities, Code of Ethics, Professional Standards

Pre-Licensing Course: Orientation, Real Estate Sales

4.4.10 Sal Sedita

Continuing Education: Salesperson Core Course, Broker Core Course, Professional Enhancement: Agent Etiquette, Fair Housing Law, Real Estate Ethics or Professional Standards, Agency Relationships and Responsibilities

Pre-Licensing Course: Orientation, Real Estate Sales

Broker's Course: Brokerage, Valuing Real Property, Ethics, Real Estate Investment

4.4.11 Elizabeth Schilling

Continuing Education: Professional Enhancement: Smart Growth for the 21st Century

4.4.12 Ruth King

Continuing Education: Legislative Update, NAR Ethics

Broker's Course: Ethics

*4.4.13 Dee Hake DeMolen

Continuing Education: Legislative Update, Salesperson Core Course, Broker Core Course, Delaware Real Estate Commission Property Management Courses
Professional Enhancement: Contract Writing, Real Estate Ethics, Buyer Mastery, Seller Mastery, Buyer Consultation, Listing Presentation, Lead Generation, Short Sales, Foreclosures, REO's, Professional Standards, CIS and other forms, Modules 1-7, Camp 4-4-3, Upcalls, Do Not Call, Risk

Pre-Licensing Course: Orientation, Real Estate Sales, Real Estate Mathematics

Broker's Course: Brokerage, Real Estate Documents, Valuing Real Property, Financing, Ethics, Real Estate Investment, Mathematics

*4.4.14 Robert Whetzel

Continuing Education: Legislative Update, Professional Enhancement: Environmental Issues in Real Estate Transactions

Pre-Licensing Course: Real Estate Law

Broker's Course: Legal and Governmental Aspects of Real Estate

*4.4.15 Brenda Kasuva

Continuing Education: Legislative Update, Salesperson Core Course, Professional Enhancement: E-Pro

Pre-Licensing Course: Real Estate Sales

*4.4.16 Kennedy William Scott

Continuing Education: Legislative Update, Salesperson Core Course, Broker Core Course, Delaware Real Estate Commission Property Management Courses, Professional Enhancement: Any Law Related Courses

Pre-Licensing: Real Estate Law

Broker's Course: Real Estate Documents, Legal and Governmental Aspects of Real Estate

5.0 Correspondence

5.1 Review Request for Approval of Educational Activities for Commission Members

6.0 Other Business before the Committee (for discussion only)

7.0 Public Comment

8.0 Next Meeting – August 4, 2011

9.0 Adjournment

Real Estate Education Committee

Agenda –July 7, 2011

Page 6

Please Take Note: To assure consideration of an application at a meeting, the Board office must receive all of these items no later than 4:30 p.m. ten full working days before the meeting date:

- Completed, signed and notarized application form,
- Fee payment, and
- All required documentation.

A final amended agenda will be published to reflect any items received after the original agenda is posted.

Unforeseen circumstances may result in a meeting being cancelled due to a lack of quorum.

Pursuant to 29 Delaware Code, Section 10004(e)(2), the Board shall pre-announce or pre-publish all Executive Sessions; however, such agenda shall be subject to change to include additional items including Executive Sessions which arise at the time of the body's meeting.

MEMBERS: PLEASE CALL THE BOARD OFFICE AT 302-744-4500 OR EMAIL customerservice.dpr@state.de.us IMMEDIATELY IF YOU CANNOT ATTEND THE MEETING. THANK YOU.